



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday July 3, 2008 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 5, 2008
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Annual Seminar Speakers
 - 3.2 Discussion Regarding Broker of Record Course
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware Association of Realtors
 - 4.2.1.1 Course Title: Adapting Your Business to a Changing Market
Credit Hours: 3
 - 4.2.1.2 Course Title: Landlord Tenant Code from the Other Side of the Fence
Credit Hours: 3
 - 4.2.1.3 Course Title: Obtaining and Retaining Listings
Credit Hours: 3
 - 4.2.1.4 Course Title: Lead Generation Fundamentals
Credit Hours: 3

4.2.1.5 Course Title: Short Sales/Foreclosures

Credit Hours: 3

4.2.2 Course Provider: Jack Lingo, Inc., Realtor

4.2.2.1 Course Title: Financing for Increased Sales

Credit Hours: 3

4.2.3 Course Provider: Sussex County Association of Realtors

4.2.3.1 Course Title: Workplace Spanish for Realtors

Credit Hours: 15

*4.2.3.2 Course Title: Broker Licensing

Credit Hours: 99

*4.2.3.3 Course Title: Legislative Update – NAR Home from Work

Credit Hours: 3

4.2.4 Course Provider: McKissock, LP

4.2.4.1 Course Title: Delaware Salesperson Core Course

Credit Hours: 3

*4.2.5 Course Provider: New Castle County Board of REALTORS

4.2.5.1 Course Title: NCCBOR Broker Licensing Course

Credit Hours: 99

4.2.5.2 Course Title: Intro to Commercial Real Estates Sales

Credit Hours: 6

4.2.5.3 Course Title: Real Estate Finance Today

Credit Hours: 6

4.2.5.4 Course Title: Diversity & Doing Business

Credit Hours: 6

4.2.5.5 Course Title: Real Estate & Taxes! What Every Agent Should Know

Credit Hours: 6

4.2.5.6 Course Title: Ethics & Real Estate

Credit Hours: 6

4.2.5.7 Course Title: Property Management & Managing Risk

Credit Hours: 6

4.3 Review of Instructor Applications

4.3.1 Richard Pollock

Continuing Education: Mortgages After Subprime/Mortgage 101 for New Realtors/The Mortgage Refresher Course/The State of the Mortgage Industry/The Subprime Debacle

Pre-Licensing: Real Estate Mathematics

Broker's Course: Financing

4.3.2 Alvin Monshower

Continuing Education: Federal, State or Local Legislative Issues/Fair Housing Law/Anti-Trust Law/Real Estate Ethics or Professional Standards/Agency Relationships and Responsibilities/Professional Enhancement: The Times They Are A' Changing/Understanding Agency/Anti-Trust and the Real Estate Practitioner/Building a Better Open House/Building a Better Settlement/Buyer Agency/Commercial Real Estate Hot Buttons/Common Real Estate Settlement Problems/Contracts-Contract Law/Deferred Exchanges & Capital Gains Tax/Disclosure/Dispute Avoidance and Resolution/Environmental Issues/Ethical Practice/Fair Housing/Surviving New Fair Housing Testing/FHA Financing/Foreclosures/Procuring Cause/Real Estate Hot Buttons and Issues/Risk Management/Serving the Unsold Seller/Standard

Contracts/Understanding the Bankruptcy Reform Act/Wetlands
Regulation and Riparian Rights/What's Material?/Legislative Update
2008

- 4.3.3 Arlene Benton, Esq.
Continuing Education: Federal, State or Local Legislative Issues/ Real
Estate Ethics or Professional Standards/Agency Relationships and
Responsibilities/Professional Enhancement: Settlements
101/Foreclosures and Short Sales
Pre-Licensing: Orientation/Real Estate Sales/Real Estate Law
Broker's Course: Real Estate Documents/Legal and Governmental Aspects
of Real Estate/Real Estate Investment/Ethics
- *4.3.4 John Tarburton
Continuing Education: Federal, State or Local Legislative Issues/Fair
Housing Law
Pre-Licensing: Real Estate Law
Broker's Course: Real Estate Documents/Legal and Governmental Aspects
of Real Estate

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student: Judson Wambold
Title: Methods of Residential Finance/Tax Advantages of Home Ownership
Credit Hours: 14
- 4.4.2 Student: Samuel C. Iwu
Title: Ethics and Standard Form Update
Credit Hours: 7
- 4.4.3 Student: Samuel C. Iwu
Title: Giving Sellers the Power of Staging
Credit Hours: 7

*4.5 Discussion Regarding Brokers Teaching Legislative Update (Law), and Legal and
Governmental Aspects of Real Estate

5.0 Correspondence

5.1 Review Email from Americas Best

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – August 7, 2008

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Real Estate Education Committee

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Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.